

## Message Text

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61

ORIGIN COME-00

INFO OCT-01 EA-07 ISO-00 EB-05 RSC-01 /014 R

66612

DRAFTED BY:COM/OED/OBOD/OPS:RDFREY

APPROVED BY:EB/OCA/REP:MWDONOVAN

COM/OED/OBOD/OPS:SSLEON COM/OED/OBOD:RECOHEN, DIRECTOR

STATE/EA/ANZ:WHALL

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R 202008Z JUN 74

FM SECSTATE WASHDC

TO AMCONSUL AUCKLAND

UNCLAS STATE 132435

E.O. 11652: N/A

TAGS: BEXP, NZ

SUBJECT: PRODUCT OPPORTUNITY: TRADE ENQUIRY FOR WATER  
TREATMENT CHEMICALS

REF: AMCONSUL OPS MEMO OF 28 MAY 1974

1. FIRMS CONTACTED AS REQUESTED IN REFERENCED MEMORANDUM  
WITH FOLLOWING RESULTS:

A. BEAVER ALKAI PRODUCTS: MR. HAROLD DAVIDSON WOULD BE  
PLEASED TO DEAL WITH BUCHAN AND SUGGESTS CORRESPOND DIRECT.  
HE CLAIMS NON-RECEIPT OF PREVIOUS CORRESPONDENCE.

B. BIG BEN CHEMICALS: UNABLE TO LOCATE FIRM TO ESTABLISH  
CONTACT.

C. JONES CHEMICALS INC: FIRM IS NOT INTERESTED. THEY ARE  
MIDDLEMEN AND NOT PRODUCERS AND PRESENT ALLOCATIONS LEAVE  
THEM NO AVAILABILITY FOR EXPORT.

D. UNION DEVELOPMENT COMPANY: MR. DEAN MCHARD REGRETS  
DELAY IN RESPONDING TO BUCHAN BUT WILL DO SO ASAP. HE  
CITED UNAVOIDABLE DELAYS BUT NOW PREPARED TO RECEIVE BUCHAN  
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AND MOST HAPPY TO DO SO. VISIT TO PLANT (E.R.A. INC.,

1836 MAIN STREET, LUBBOCK, TEXAS 79401) WILL BE ARRANGED  
BY MCHARD THROUGH CORRESPONDENCE WITH BUCHAN.

2. IT IS SUGGESTED THAT BUCHAN'S CHEMICAL REQUIREMENTS  
BE SUBMITTED AS PTO IN TOP FORMAT TO PROVIDE COMPUTER  
ASSIST IN BROADENING SUPPLIER BASE. THIS BELIEVED MOST  
BENEFICIAL IN VIEW OF SCARCITY OF CHEMICALS ON US MARKET.  
KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 20 JUN 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1974STATE132435  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** COM/OED/OBOD/OPS:RDFREY  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Reference:** AMCONSUL OPS MEMO OF 28 MAY 1974  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY: TRADE ENQUIRY FOR WATER TREATMENT CHEMICALS  
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**To:** AUCKLAND  
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